



Welcome all to our attempt to launch an internal newsletter.

The intent and terms of reference to this initiative is to complete a monthly cycle of news based on good and important messages.

We will welcome your input to positive messages, which you would like to share also.

I hope to have soon some sponsorship on-board from key suppliers, who will share some page space and which in turn will assist L&D cover the cost of this newsletter by their contribution.

We are exploring ways we can use our buying power to enable any savings to be passed on to all shareholders, one we are about to trial is the Capricorn Group. We have approx. 5 shareholders who will be our Guinea Pigs for this and the trial will run for approx. 3 to 6 months. If shown to be manageable and delivering savings to the group ie; to shareholders, we will roll this out under a L&D group account for all to take advantage. For more info see their website – www.capricorn.coop



SALES & CUSTOMERS

Look Afs – Denis has continued to service residential clients with free onsite estimations. He has been successful in converting numerous estimations to job bookings while gaining trust from customers for his knowledge of the industry & introducing new customers to L&D.

COD Customers – The allocators now have a firm procedure running that ensures monies are collected from COD customers promptly and accurately. Minimum hire charges are charged to customers prior to machines arriving and remainder is charged immediately on completion of works.

Sales Leads and Focusses -

- Builders in the Brisbane and surrounding areas.
- Moreton Bay Rail project - discussions with Construction Manager of Thiess.
- Ongoing discussions with a major residential construction company for works on house pads, upwards of approx. 180 per year.
- Mailout of new marketing material flyer and pricelist to L&D previous and current customer database.

If you hear of any leads onsite or through your contacts, please feel free to pass these on to Denis who can follow these up.

We have had great feedback from Place Corp who are very happy with the operators who have attended their Richlands and Gold Coast Hospital sites. GREAT WORK GUYS!

There has also been more bookings made from additional companies on the Gold Coast Hospital site.

LOOKING FOR BETTER FINANCING OPTIONS?



Are You Looking for Better Financing Options?

HIA Finance can help with a suite of financial services designed just for the residential building industry. With HIA Finance you are guaranteed that your initial approval will be honoured.

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2. Development Finance – *choice of pre sales options*
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Broker Contact: Nichelle Borg m: 0448 668 609 p: 1300 889 442 e: nichelle@beyondthebanks.com.au

w: www.hiafinance.com.au
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FATIGUE MANAGEMENT

National Heavy Vehicle Regulator (NHR).

You will see a Copy of the Daily Work and Rest Hours Planner from the National Heavy Vehicle Regulator.

Drivers are under the Standard Hours planner-solo driver.

I have also attached a link to the NHVR website and I'm sure you will see a reference to your responsibility in the list below.

<https://www.nhvr.gov.au/law-policies/heavy-vehicle-national-law-hvn/>

Please familiarize yourself with this as we will be exposed to this legislation in our work. This will also be of use and relevant to the Queensland Rail inducted personnel.



SAFETY PERSONAL PROTECTIVE EQUIPMENT

PPE is for your own personal protection, some sites require PPE to be worn at all times. Use of PPE also goes hand in hand with your financial wellbeing also as it can keep you at work.

PPE should be carried in your vehicle/machinery at all times and used as required.

The information below is to clearly understand your requirements to L&D and the Health and Safety act 2011 PPE.

However, We encourage and recommend you have the minimum standard PPE as everyday use, High visibility shirts, Steel cap boots, Hard hat and Safety glasses as L&D's minimum standard.

Where PPE is to be used?

The person conducting a business (PCBU) or (You the operator) undertaking site works. While keeping in mind, when choosing appropriate PPE, relying on PPE alone is not likely to reduce the risk of injuries, but it could reduce the severity of any potential injury. Now most sites will not allow you to be on site without PPE and some sites are moving to hands are be gloved at all times.

PPE is the least effective method of controlling a safety risk and does not control the hazard at the source. Because of this, the control of exposure to risks should be secured by one or more measures other than the provision of personal protective equipment.

Personal protective equipment (PPE) can include:

- Hearing protective devices, such as ear muffs and ear plugs
- Respirators
- Eye and face protection, such as goggles
- Safety helmets and sun hats
- Gloves and safety boots
- Clothing, such as high visibility vests.



ON THE JOB

A residential customer that came to us as a Reach Local lead – a company that places us top ranking in Google searches, employed us to clean up an embankment on the edge of his property at Hamilton. We initially offered our free service of onsite inspection where Denis discussed his options. The customer confirmed his booking with Denis and #32 Rod's operator, Hona completed the job. He used his 6 tonne excavator with his grab and tipper to remove rubbish and vegetation.



DOCKETS REMINDER PLEASE HAND IN DOCKETS DAILY OR MAXIMUM WEEKLY.

Adequate cash flow is essential to the survival of a business and LATE Dockets are affecting your business' cash flow. Without this effective and adequate cash flow, we then rely on bank interest which is an additional and sometimes unnecessary cost to your business. Therefore your assistance in this is crucial.



Allclass Construction Equipment have the nerves of steel challenge coming up with a dig day on May 10. How will this will work and what to do I do to have crack at \$35K? L&D will fill out the nominations for the operators who are interested. L&D nominate our operators to compete and if a L&D operator wins the National final. That person will a share in \$50K prize money and L&D will win a 1.6 tonne Kubota excavator valued at \$35K. There is no limit on the number of operators that we can nominate, I will have entry forms in the office but will need the keen players here to nominate and have crack at the competition

Allclass Construction Equipment
7 Neon Street, Sumner Park Q 4074
P 07 3279 3300 F 07 3279 3933 M 0407 690 013
www.allclass.com.au



News just out that our very own rocknroller, Deano or better known in the music world as Mick Hudson has reunited with his old song writing partner, Duke Wilde and have written, recorded and released the first of a 3 CD set called "A little bit of rocknroll" under the band name HUDSON WILDE.

The story goes....
 Along with writing TV ads, movie soundtracks and DVD sound tracks, the two, both members of legendary Brisbane rockabilly outfit "The Flamin Locos" first got their international break reaching #2 alternative album in the U.S.A on Californian punk label, "Split 7 Records". Hudson Wilde have 7 album releases , 5 USA tours , 2 New Zealand tours and many many Australian tours to their name, performing at many major festivals and venues around the globe.

After exploring different styles of rockabilly, punk, outlaw and southern country, the duo return to their first love "A little bit of rocknroll".

E.P available through iTunes or the Hudson Wilde web page www.hudsonwilde.net
 Check out the new YouTube video "High On The Hog " featuring Garry "Bling " Pointon and his biker mates in action and the video "The Devils County Fair" filmed at L&D's shed.

L&D POSITIONS

FOR SALE
 #95 – 8 Tonne Exc
 Contact – Cal 0419 795 621

#33 – 4 to 5 tonne combo
 Contact – Jeff 0418 580 485

FOR LEASE
 #62 – 8 Tonne Exc
 Contact – Andrew 0417 718 089



L&D Earthmoving are proud to sponsor the Pine Central Holy Spirit Under 14 Girls football team.

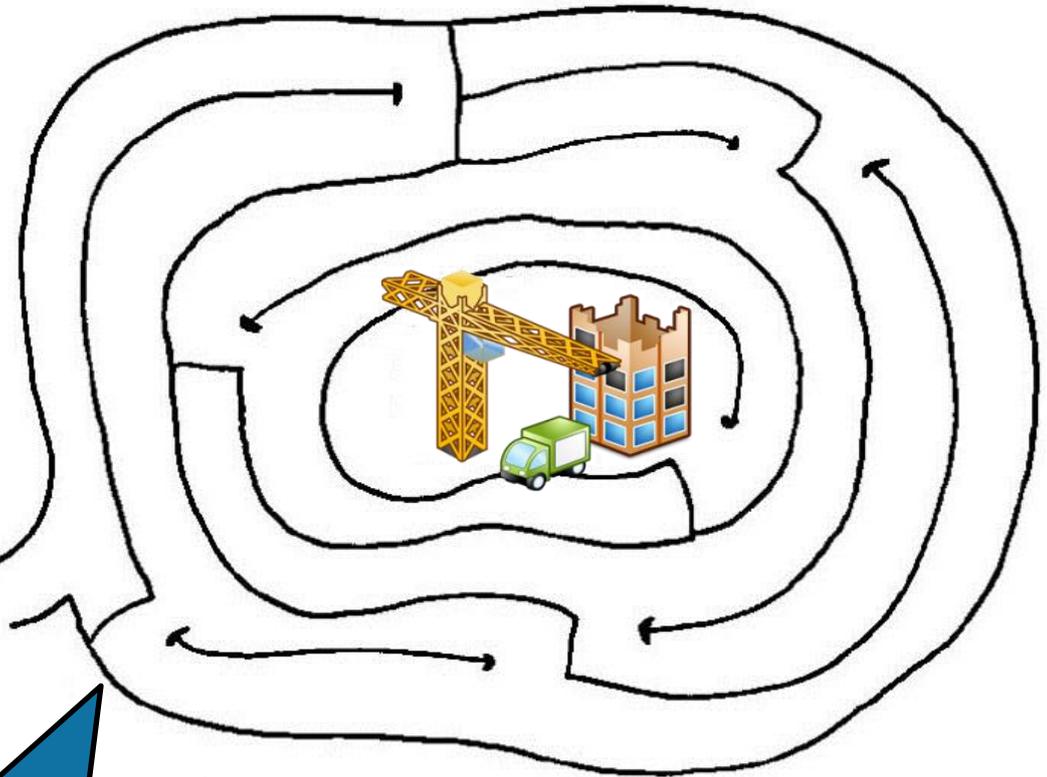
They have had an amazing season so far;
 Game 1 : won 44-0 against Waterford
 Game 2 : won 44-4 against Wynnum
 Game 3 : won 38-10 against Deception Bay
 You can follow their progress on Facebook by searching for "Pine Central Holy Spirit Under 14 Girls".



**PINE CENTRAL HOLY SPIRIT
UNDER 14 GIRLS TEAM**

L&D FUN PAGE!

Help the tipper get to his job at the construction site.



Happy Birthday!!
Cheryl (accounts) – 11th June

Kids! Colour me in and get your parents to hand it in to the office!

